

**PROGRAMME AGRICULTURE –
GESTION DES RESSOURCES NATURELLES**
« Wula Nafaa »

**REPORT ON PROPOSED
INTERVENTION ZONES**

Consultant: Susan Gannon
Bineta Coly Guèye

Submitted by:

International Resources Group (IRG)
1211 Connecticut Avenue, NW · Suite 700
Washington, DC 20036 · United States
Tel: 202-289-0100 · Fax: 202-289-7601
www.irgltd.com

Submitted to:

USAID/Senegal
2 Avenue Abdoulaye Fadiga
Dakar, Senegal


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1 INTRODUCTION

This report presents the findings of fieldwork conducted in Dakar and the three Departments of the Region of Tambacounda: Bakel, Tambacounda and Kedougou, over a three week period in May 2003. The overall goal of the mission was to assist the Agriculture and Natural Resources Management Project (*Wula Naafa*) team in collecting information on potential zones for project intervention.

Zone selection for the *Wula Naafa* project is based on several factors at the macro and micro levels:

- ◆ At the macro level:
 - The availability of resources to be managed (classified forest, hunting zones);
 - The availability of forest products and the potential to develop marketing linkages for those products;
 - The accessibility of communities to roads and market linkages; and the potential for synergy with other USAID projects, such as DGL *Felo*.
- ◆ At the micro level:
 - The readiness of community members to engage in project activities;
 - Community dynamics - a minimal level of conflict or at least a willingness to resolve conflicts where they do exist; and,
 - The presence of Community Based Organizations (CBOs) or individual entrepreneurs active in forest product collection or processing.

More specifically, the objectives of the mission were:

- ◆ to validate and, where necessary to determine the most appropriate zones for project intervention;
- ◆ to gather more detailed information on the specificity of these zones, including products available or possible and their potential markets;
- ◆ to explore market outlets in Dakar in the large urban markets and among the established processors and distributors;
- ◆ to identify existing research and information available through the university and other donors programs;
- ◆ to highlight potential opportunities and constraints in terms of local knowledge of natural resource related legal codes, the role of women and youth in enterprise development; and,

- ♦ to alert the team to other important socio-economic issues that need to be considered, based on information from interviews and field surveys.

During meetings with partners, the project team decided to focus this investigation in six geographical zones (see map, below):

- ♦ **Koussanar**, for the potential co-management of the Paniates and Ouli classified forests and the enterprise potential of *Sterculia setigera* gum (*laalo mbep*) and diverse forest products available in the area;
- ♦ **Guenoto**, for the potential co-management of the hunting concession area and the enterprise development potential of diverse forest products;
- ♦ **Bala**, for the potential co-management of the Bala East and Bala West classified forests and diverse forest resources, in particular wood and gum;
- ♦ **Dialokoto**, for the potential co-management of the Diambour classified forest and the various resources in the area, such as ??? (bamboo) and *Borassus aethiopicum* (rhun palm);
- ♦ **Saraya**, for the potential co-management opportunities in the *Zone Intégrée Cynérgetique* (ZIC) and for the enterprise potential for shea nut exploitation; and,
- ♦ **Bandafassi/Salemata** for the potential to develop ecotourism and for the numerous forest products available in that zone, including shea nuts.

The team consisted of an external consultant, Susan Gannon, and various project team Tambacounda members, as their schedules permitted. For most of the field work in the Departments of Bakel, the consultant was accompanied by Bob Winterbottom, the Chief of Party and Djiby Ka, the Training Coordinator, with the exception being Koussanar and Guenoto, where only the COP was present during the Koussanar visit and Brook Johnson, Community Benefits Advisor, participated in Guenoto. For the Department of Kedougou and visits in Dakar, the consultant worked closely with Bineta Coly Gueye, the Business Development Advisor. Throughout the mission, the team maintained close contact with the field staff of the Forestry Department (*Eaux et Forêts*), especially in Kedougou.

In the field, the team conducted focus group discussions with a range of community members, often in separate groups of men and women, in addition to community leaders, such as the village chiefs and the *Président du Conseil Rural* (PCR).

2 POTENTIAL ZONES

2.1 Bala

2.1.1 COMMUNITY OVERVIEW

The Bala zone is located to the east of Tambacounda, in the Department of Bakel, between the community of Kothiary to the west, and Goudiry to the East, along the Tambacounda – Kidira Road, and for approximately 20 kilometers (km) on either side of the road. It is a zone with a mix of Fulani and Wolof communities. This zone has several marketable products, including the sought after timber species *Pterocarpus erinaceus* (*Wenn*)¹, and non timber forest products such as *Adansonia digitata* (baobab) fruit and leaves, and the gum from the *Sterculia setigera* (*mbep*). In addition, this zone contains three classified forests – Bala West, Bala East and Goudiry. There is also a hunting concession zone between the town of Goudiry and the Goudiry classified forest, which is managed by one concessionaire.

The mission met with community members in Bouynguel Bamba and Nanganam II, which are situated along the Kothiary – Goudiri road between the Bala West and Bala East Classified Forests, and approximately 19 km north of the road, just outside the northeastern boundary of that same forest, respectively. In Bouynguel Bamba, two separate meetings were held, with men and members of the women’s group. In Nanganam, the meeting was with both men and women together, although the women tended to say more after the meeting, when the men had dispersed.

Bouynguel Bamba is home to 537 people, living in 48 compounds, the majority of which are Fulani. There are six traditional wells, one bore hole well and a school with four classes. There is also a train station, but trains (Dakar-Bamako line) no longer stop there. There are two community based organizations, one for women and one for men.

2.1.2 ENTERPRISE OPPORTUNITIES

In terms of economic activities, the men explained that there is a strong wood trade based in the community, with *wenn* and *Cordyla pinata* (*dimb*) the most sought after species. Wood buyers come to the community and fill trucks with wood that is then sold elsewhere. There are two wood working enterprises set up in Bouynguel Bamba, but the owners are from Tambacounda.

There are non-timber forest products found in the surrounding area, such as baobab fruit, *mbep* gum, honey and various medicinal plants. In general, community members either collect products themselves

¹ Throughout this report, there are many forest products and trees cited. The first time that a product or species is mentioned, the Latin name of the species is given in italics, followed by the local name in parenthesis, which is then the name used thereafter.

or buy them from others and resell them to traders who come from Tambacounda or Dakar. Medicinal plants are collected on demand by older men and sold to buyers from outside the community.

For sources of income and their relative financial importance, the men listed agriculture as the most important, followed by livestock and forest products. Women listed the sale of milk and small ruminants as most important for them, followed by embroidery and cloth trading. They said they also sell baobab fruit, but that it takes an entire day to collect enough fruit to fill half of a large bucket. In other words, the women do not consider it a profitable activity.

In Nanganam II, a small hamlet located across the ravine from Nanganam I, there is a primary school with two classes, two very deep wells (approximately 50 meters deep), where animal traction is used to pull up the water, and a non-functional water retention structure, built by GADEC. There are two CBOs, a men's group and a women's Economic Interest Group (GIE) *Diokéré Endam*, with more than 50 members.

The economy of Nanganam is based on a mix of livestock and agriculture. The community members met said they did not exploit the forest, either on community land or the classified forest, except for the collection of *wenn* leaves for the cattle. The men explained that their preoccupation with finding water for their animals precludes any exploitation of forest resources. The women, and the women's group, are active in agriculture and crafts, including pottery, but not in the collection or sale of forest products.

The village of Nanganam appears to be relatively wealthy, with very well constructed cement houses and at least one compound with solar panels and a television antenna. Furthermore, the mission noted the presence of many women and young children, but relatively few men. Although there was no discussion of migration, these could be indicators of a community with members working outside and sending back remittances.

The two villages met were very different from each other. In Bouyenguel Bamba there are definitely opportunities to develop wood trading enterprises and non timber forest product enterprises, since there are abundant *mbep* trees in the area. However, in Nanganam, the economic opportunities, aside from livestock, are not as readily apparent, unless something is done to resolve the water problem.

2.1.3 CO-MANAGEMENT OF THE BALA CLASSIFIED FORESTS AND ADJACENT COMMUNITY FORESTS

Those met in Bouynguel Bamaba appeared enthusiastic and ready to participate in project activities, including management of the classified forest areas. As the elders expressed:

"We want more local control. We want people to pass by us before going into the forest. We want to gain more benefits from our resources, but also preserve what we found here."

The community is aware of the abundant resources surrounding them, but also conscious of the over exploitation taking place by "outsiders". This could serve as a good base from which to launch awareness raising activities on rights and responsibilities. In addition, the community is attempting to manage their range resources by rotating grazing areas and ensuring that the cattle and crops do not mix.

There is a “Vigilance Group” comprised of herders, who are charged with preventing or putting out fires and preventing grass cutting.

In Nanganam, on the other hand, it is not clear how much interest there would be in a participatory approach to managing the classified forest. While their animals would benefit from grazing in the classified forest, it is not clear if they would have the labor available to participate in planning exercises or surveillance committees.

The Bala Forests present a good opportunity to test an innovative approach to classified forest management. However, there will need to be more analysis on the mechanisms for any such process and an accurate assessment of the labor requirements on the part of the communities involved.

Another resource management opportunity for the *Wula Naafa* team would be to organize and train the *laalo mbep* collectors on sustainable harvesting practices. In crossing the 15 km or so between Bouyenguel Bamba and Nanganam, the mission noted many dead *mbep* trees, which appeared to be over exploited. There are deep holes in the trees and evidence of burning at the base of the trees to stimulate the flow of gum. There were an estimated three dead trees for every ten trees observed.

2.2 Koussanar

2.2.1 COMMUNITY OVERVIEW

The Koussanar zone is situated between Koussanar, some 60 km west of Tambacounda to Paskoto, approximately 15 km west of Koussanar, in the classified forest of Paniates, to Kalibiran, approximately 15 km north of Koussanar, between the Paniates and Ouli classified forests. The mission met with community members in Koussanar, Paskoto and Kalibiran.

In Paskoto, a small enclave situated in the Paniate classified forest, the mission met with separate groups of men and women. There are two women’s groups, one men’s group and a youth group in the community. There is one primary school and no other structure. SODIFTEX is active in promoting cotton cultivation among both men and women and this was the only project mentioned.

In Kalibiran, some 15 km north of Koussanar, there is a primary school and a bore hole well currently needing repairs. There are six CBOs – three women’s groups, two men’s groups and a youth group. The women participate in a credit program based in Koussanar and a sheep fattening project. The Forestry Department established a tree nursery in the village, but due to water shortages, there are no plants there now.

2.2.2 ENTERPRISE OPPORTUNITIES

In Koussanar, gum is collected from various sources – *Combretum glutinosum* (*jamba katengo/rai*), *Combretum nigricans* (*kulung kaleng*) for gum arabic and the *Sterculia setigera* tree for *laalo mbep*. Gum is an important economic activity for both men and women. The collection of *laalo mbep* seems to be more prevalent and yields higher prices per kilo than gum arabic. One woman met explained how she collects

laalo mbep every three or four days, mostly between January and July, but she can do it throughout the year. She typically sells to traders when she has accumulated about four kilos of gum. The average price she is paid in Koussanar is between 450 FCFA and 500 FCFA per kilo, for *laalo mbep*, and 50 FCFA to 75 FCFA for gum arabic. When asked about her other sources of income and their relative financial importance, she described how *laalo mbep* provided her with the most money, followed by *Zizyphus mauritiana* (*jujube*) and gum arabic. She also explained that the collection of *Saba senegalensis* (*maad*) fruit was an important economic activity in the community, but more for men and children than for middle aged women.

The economy of Paskoto is based on agriculture, but men and women do collect and sell forest products. The men collect dead wood and *laalo mbep*, which they either sell to traders or transport to Dakar themselves. One community member explained that his main occupation is collecting wood locally and selling it in Dakar, usually in 10 to 20 Metric Ton (MT) quantities at a time.

The women are engaged in a range of agricultural activities. For income generation, the women rated peanuts highest, followed by beans and watermelon. In addition, they said that tomatoes and hot peppers were also profitable. For forest products, the women cited *laalo mbep* as the most profitable, followed by baobab fruit, *dimb* and *dimba*. They market most of their products at the road side weekly market, approximately 1 km from the village. They also bring their products to the Tambacounda market or to Malème Niani.

The economy of Kilibiran village is based on the traditional agricultural crops of peanuts, millet and cotton. Men also grow *Digitalia spp.* (findo in English, *fonio* in French), and watermelon. Women are active in the rice cultivation as well as gumbo, bissap and beans, in addition to bitter tomato, tomatoes and field peas (*poid de terre*) among others. For men, the major source of income is from peanuts, followed by cotton and millet. For women, *Hibiscus* (*bissap*) is the biggest income earner, followed by gumbo and beans.

Both men and women collect and sell various forest products, with *laalo mbep* and *jujube* collected mostly by women. Men collect the majority of baobab fruit traded in the village. As with most villages in the area, traders from outside of the community come to the village with large trucks and people sell their commodities to them. Alternatively, people sell items in the Koussanar or Tambacounda markets.

2.2.3 CO-MANAGEMENT OF THE PANIATES AND OULI CLASSIFIED FORESTS AND ADJACENT COMMUNITY FORESTS

In all three of the villages visited in the vicinity of the Paniates and Ouli forests, there is a strong sense of forest exploitation by outsiders and a desire to be able to exert greater control over the resources. For example, in Kalibiran, the men explained how they had taken the initiative to contact ten surrounding communities to discuss the problem of charcoal-provoked bush fires. The fires, they contend, are started by charcoal producers in the area of the Ouli classified forest, which then spread into the surrounding areas. At the time of this mission, the communities had not yet convened, but they were planning to meet before the rains commenced in June.

In Koussanar and Kalibirán, gum collectors cited problems associated with resource tenure and a total lack of organization surrounding the collection of forest products. In both places, community members gave the example of gum collection. With *laalo mbep*, they described how one could start the gum collection process on a particular tree by scraping the bark and then leaving the gum to flow for a couple of days, only to return to find that someone else had already harvested the gum. They expressed considerable frustration with the but said little could be done without a common agreement among all of the gum collectors. Perhaps this could be a starting point for discussions of resource management in the community.

2.3 Netebulu/Guenoto

2.3.1 COMMUNITY OVERVIEW

The mission visited four villages in this area, Netebulu, Guenoto, Surriel and Kankouba. Netebulu is a large predominantly Mandinka/Jahanké village bordered by the Gouloumbu Classified forest, approximately 30 km south west of Tambacounda. There have been several projects based in this community, including the CBNRM project and, currently, PROGEDE. The latter is developing management plans for the community forest area. GADEC/CRS have also launched a sesame project, but it is still in the start up phase. Netebulu is home to a dynamic PCR, who seems to be well respected. The team met with him and only a few men sitting in the center of town, since Netebulu was not selected as a site for this mission.

Guenoto is a relatively small, Mandinka/Jahanké community located on the banks of The Gambia River, approximately seven km from Netebulu. There are six Mandinka families in the community, all descended from a common ancestor. The local economy is agriculturally based, with little to no income from forest products. The hunting concession does provide non-agricultural income in the form of employment contracts for 12 hunting assistants, two drivers, three cleaning women and two men who cook and tend bar.

Kankouba is a large Fulani community, which is within the hunting concession zone. Surriel is not inside the hunting concession, and therefore, the team limited their discussions in that village.

2.3.2 ENTERPRISE OPPORTUNITIES

The PCR said that the community is active in forest product collection and sale. He listed *Parkia biglobosa* (locust bean), *jujube*, *maad*, *laalo mbep*, baobab fruit, *Borassus aethiopium* (rhun palm in English (*siboo*)) and *dimb*, as the main products collected. Charcoal is also produced in the community, but not by local community members, which the PCR is hoping will soon change. With PROGEDE, several community members have established a GIE, which will produce and sell charcoal. The PCR believes that there is tremendous potential for charcoal production in the area, but that more control over the amounts to be produced (quotas) should be given to local communities, who better understand the resource base and its capacity.

In Guenoto, the young men met explained that they are farmers and not very interested in hunting or forest product collection and sale. Their income is derived from the cultivation and sale of cotton, peanuts, millet, maize and beans. Women earn money from the growing and selling gumbo, peanuts, bissap, onions, findo, rice and field peas. The women's group has a small garden, started with the assistance of PROGEDE, but it is not very productive. They sell vegetable to the hunting concession from January to March. Women are more active than men in forest product exploitation, and reported selling *jujube*, baobab fruit and *sibango* in local markets or in Tambacounda.

Kankouba is a herding community, which is also involved in cotton, peanut and millet cultivation. The few men met in this community said that they are not interested in the forest products, per se, with the exception of *wenn* leaves for their animals.

2.3.3 CO-MANAGEMENT OF THE GUENOTO HUNTING ZONE

In 1985, the Rural Commune (CR), gave land to a French citizen to build a hunting concession and to organize hunting expeditions on approximately 60,000 ha. At the time, community members participated in the land clearing and construction efforts. Today, the hunting concession employs approximately 16 men and three women from the community. There are one or two other men employed from Kankouba.

The hunting concession is only open for the hunting season (January through March) and, according to the men met, receives between 35 and 80 hunters in a given season. Last year, they estimated that 65 hunters were lodged at the site. Given the relatively low volume of visitors to the site, even vegetable sales to the concession do not generate very much revenue for the women. The owner gives out rice to the families of his employees, with the amounts estimated at about 10 kg per family per year. While this is very considerate of him, the impact is negligible.

It would seem that the Guenoto site could have potential for ecotourism development. The site is beautiful, with The Gambia River flowing past and fairly dense forest lining its banks as far as the eye can see. However, there did not seem to be much community interest in the site except for the few jobs that it generates. Men in this community are not hunters and have very little interest in the surrounding forest. As a small community, there is not much skilled labor to manage such a site. Therefore, it would probably not be a good site for co-management of the hunting concession.

2.4 Dialokoto

2.4.1 COMMUNITY OVERVIEW

The Community of Dialokoto is situated along the Tambacounda - Kedougou Road, nestled between the Diambour classified forest, and the Niokolo Koba National Park. It is a large village with 133 concessions, but seems well organized. There is a women's group and also a Vigilance Committee, composed of 58 community members, who survey the surrounding forest areas and puts out forest fires, when necessary.

There are a range of projects currently working in the area, including Promer, PROGEDE, IUCN, AGIR, ACEP, CMS, Dyna Entreprises, DGL Felo, Tostan, SODIFTEX and AFVP. ISE, in collaboration with the FDL, developed resource management plans for the area, creating plans for six different zones. There are also representatives of the decentralized services such as livestock, health and the military police. There is a primary school and a middle school. There is a Community House used for meetings and as a repository for various reports written by projects and researchers. Unfortunately, the team did not have time to explore those documents

2.4.2 ENTERPRISE OPPORTUNITIES

The economy of the community is agriculturally based, but access to land is a problem, with the boundaries of the Diambour classified forest and the Niokolo Koba National Park preventing any expansion of agricultural lands. People needing additional fields for cultivation look to other villages to borrow land. Of course, there are reports of encroachment by farmers into both the National Park and the classified forest. There is also competition for land between the long term residents of Dialokoto and former inhabitants of the park, who now live along the periphery.

In separate interviews with men and women, residents of Diambour revealed that the main source of agricultural revenue is derived largely from the sale of peanuts, for both men and women. In addition, men cited cotton, maize and pumpkin as being important sources of revenue, while women emphasized the importance of income from garden crops such as onions, carrots, hot peppers and bitter tomato. Both men and women cultivate *findo*, but not in very large quantities.

In terms of forest products, men collect and sell dead wood and bamboo. The bamboo is used to make *krinting* (bamboo fences) and furniture. The women met by the mission, the president of the women's group and two of her fellow group members, said that they do not collect wild fruits from the forest, but that there are a few women who do so. These women also said that there were not many fruit trees near to the village, and one would have to walk deep into the forest to find products. However, the men reported a recent incident where a woman from another community was trying to harvest *maad*. The village chief saw her and made her stop because the fruit was not yet ripe.

2.4.3 CO-MANAGEMENT OF THE DIAMBOUR CLASSIFIED FOREST

Although the Diambour classified forest is very large, there does seem to be tremendous potential for a co-management arrangement. PROGEDE is currently involved in some co-management activities, and the *Wula Naafa* team could collaborate with PROGEDE to complement their efforts. Furthermore, DGL *Felo* has already initiated a dialogue on decentralized resource management, and the project could build upon the base they have established. There are also opportunities to collaborate with other projects intervening in the area.

The other exciting opportunity is the enterprise development that could take place if the classified forest were open to legal exploitation by the community. As stated above, there are currently very few forest product based enterprises in the community because the resources are located in either the classified forest or the park, which are prohibited for use by the communities. Yet, there is evidence of

clandestine resource use in both those areas, which is uncontrolled and unsustainable. Therefore, it would seem that a co-management agreement could possibly reduce the pressure of uncontrolled resource use by transferring responsibility for some control to the local communities in exchange for the right to sell certain quantities of products. However, due to the sheer size of the forest and the number of communities surrounding it, there would need to be some kind of forum for expression of ideas from all the parties concerned.

2.5 Saraya

2.5.1 COMMUNITY OVERVIEW

The community of Saraya, located 62 km from Kedougou, in a predominantly Malinké area. The mission met with the PCR, the village chief and the presidents of the two women's groups. Saraya has good infrastructure, with a health post and new maternity wing, a post office with Western Union, a SODIFITEX office, a *Senelec* office, a *Centre d'Expansion Rurale* (CERP), a *Case de Metier*, and numerous projects, such as Promer, FDL, PNIR, AGIR, PAES and ACEP. There is also a gold mining company, AGEM, which provide employment to men as day laborers. There are three schools: a pre-school, a primary school and a middle school, accommodating nearly 700 students in all. There are also two American missionaries serving with the New Tribes Mission.

2.5.2 ENTERPRISE OPPORTUNITIES IN THE BIG GAME HUNTING ZONE (ZONE D'INTÉRÊT CYNÉGÉTIQUE (ZIC))

The ZIC is a zone for hunting, but the local population is not very active in this area. Instead, people derive their livelihoods from agriculture, the sale of forest products and artisanal gold mining nearby. There are many *Butyrospermum parkia* (shea nut) trees, which are generally exploited by women. The women collect the nuts during the rainy season and store them until after the agricultural work is complete, in December. The women have received both technical and business training from Promer and utensils (spoons, knives, basins, large cooking pots, improved charcoal stoves, wheel barrows and shovels) from the US Embassy Self Help Fund. Promer has also established an inter-village federation of women shea nut processors, which helps the women to buy and stock oil, to be sold in a more organized fashion. Through the federation, the women are paid 1,000 FCFA per kilo of shea nut oil, which they consider low, given that it is a very time consuming activity. While there are still problems to work out with this new federation and the organization of shea nut butter production and marketing, Promer has laid important ground work on which the *Wula Nafaa* team could continue to build a strong shea nut production enterprise.

In order of economic importance, women ranked shea nut oil as first, followed by *danké*, baobab fruit and *maad*. The women complained that *maad* was in short supply this year due to uncontrolled early cutting. Women also collect *netto*, but there is not much of that this year either, which they attributed to several years of poor rains.

In addition, women are very active in agriculture and are currently participating in a new Taiwanese rice project. They also grow various garden crops, such as gumbo, bissap, hot peppers, bitter tomato and onions. Men are active in cultivating cotton, peanuts, maize, millet and rice. Agricultural lands are considered abundant here, and everyone practices a system of crop rotation to maintain soil fertility. The main constraint given for agriculture is the destruction caused by wild boar, especially to the *findo* and rice fields.

In this zone, shea nut production and marketing has the most potential, followed by baobab fruit and *maad*.

2.5.3 ECOTOURISM POTENTIAL

The mission visited one hunting concession in Dalifing, located about 10 km north from Saraya. This concession is owned by the government but managed by a resident of Kedougou. The small, rustic camp is still under construction but receives hunters anyway. Men from the community said that in general, hunters stay for a couple of days in the area before moving on. As with the rest of the hunting concessions visited, the community members do not perceive any kind of benefit from the hunting. Furthermore, local residents are forbidden to hunt, since permits are only given through the concessions, yet they say animals such as wild boar, inflict considerable damage on their subsistence crops. There is a strong desire to reduce the population of the wild boar, and community members would like the Forestry Department to review their quotas for wild boar in the ZIC.

The issue of local management of the hunting concession was discussed with a group of approximately 10 men. It was clear that they had never thought of that before, but they believe that with adequate training they could manage the structure. The problem they raised was one of not having contacts with those that organize the hunting trips. In addition, the residents of Dalifin believe that the concession belongs to its manager, and it does not belong to the Forestry Department, unlike other concessions in the area. Given that there is still construction going on and the lodging area is not complete, it is not recommended that this hunting concession be the subject of an experiment with community co-management.

2.6 Bandafassi/Salemata

2.6.1 COMMUNITY OVERVIEW

Although grouped together as one zone for the purpose of this mission, Bandafassi and Salemata are nearly 60 km apart. The team visited the communities of Bandafassi, Landieny, Ibel, Thiankoye, Salemata, Ou Badji, Etiolo and Dakately.

In Bandafassi, 15 km from Kedougou, the team met with separate groups of men and women. The men were represented the village chief and a member of the men's GIE, along with the Forestry Department's field agent posted in the town. The women were met at the school, as they ended a literacy class run by Tostan.

The town of Bandafassi is predominantly Fulani, but the surrounding villages are a mix of Bedik, mostly on the ridges of the hills, and Fulani. The town has one school, a CERP, a Community House, a dispensary, a bore hole well and many traditional wells. The community participated in the former PGCRN and the FDL. Today, there are several new projects, including Promer for business training, Tostan for literacy in *Ffulbé*, PRONASEF buying tree seeds, a Taiwanese rice project, a Livestock project involving Ndama cattle and an IUCN sponsored chimpanzee immigration project.

The chief of the village explained how the land is divided into three distinct zones for habitation, agriculture and grazing. There are occasional disputes when farmers plant fields in the designated grazing area. As in Saraya, there is abundant agricultural land, which allows farmers to rotate their crops, leaving some areas fallow for many years. In addition, farmers use manure to increase soil fertility.

In Landieny, a small Fulani village some seven km from Bandafassi and the main road, the team met with groups of men and women, representing several small hamlets. Landieny is home to the PCR, a former treasurer with the local PGCRN committee. The community seems well organized, with a cotton producers group, a women's group, a youth group and a Surveillance Committee to put out fires. There is also a local project underway to build a health hut and pay for an initial lot of medications, which will then be sold to cover the cost of new medicines.

The mission also stopped briefly in the town of Ibel, along the Bandefassi – Salemata road, about 10 km from Bandafassi. This expansive Fulani community serves as a collection and marketing point for both agricultural and forest products found in the surrounding hillside villages. In Ibel alone, there are 120 compounds in six quarters. There is good infrastructure, consisting of a school, cereal grain store, health hut, a bore hole well and 10 traditional wells. Several projects are present, including SODIFITEX, conducting literacy classes, PNIR, taking over for FDL, ANCAR, and a Canadian AIDS awareness raising project, *SIDA III*. The community seemed well organized, with several women's groups and GIEs consisting of young men.

This mission also spent two days in the area of Salemata, which is 82 km from Kedougou. In that area, the team visited Ou Badji, approximately 25 km from Salemata, near the boundary of the Niokolo Koba National Park and the border of Guinea, near the town of Youkounkun, and Etiolo, a large Bassari community about seven km from Salemata. There are several projects underway in this area, including the FDL/PNIR, ACEP, PGAES, AGIR, AFVP, GAVD, Tostan, PLCP and an FAO horticulture project. In addition, there is a Catholic mission in Salemata, which is involved in various development activities in the area.

Roughly half way between Salemata and Bandafassi, on the main road is the town of Thiankoye. Another 30 km from Thiankoye, close to the Guinean border lies Dakately.

2.6.2 ENTERPRISE OPPORTUNITIES

In Bandafassi, the main income earning crops for men are cotton and peanuts. Women ranked rice ahead of vegetables for their agricultural income. In addition, both men and women exploit the forest. Men collect bamboo and, at least one GIE produces furniture for sale in Kedougou. In addition, this

GIE took profits from their furniture sales and opened a telecenter. Although they said they have management problems, this does show a good level of initiative on their part.

Women collect and sell forest products individually to traders coming from outside the community. The women of Bandafassi produce shea nut oil and have also received training from Promer. When asked to rank the relative economic importance of the forest products they sell, shea nut butter was considered the most profitable. *Maad* was considered to follow Shea Nut butter, and then Baobab fruit and *Tamarindus indica* (tamarind).

In Landieny, there are many resources in the community. SODIFITEX has launched a profitable milk enterprise “Kosam Bandé”, which is also working with a Fatick-based NGO called *ActionPlus CEDS Afrique*. Forest products are collected by community members, mostly women, and sold to traders. The main products sold, in order of economic importance, are baobab fruit, tamarind, *jujube* and *maad*. There is a variety of agricultural crops grown here, and they are the mainstay of the economy. The most profitable is cotton, followed by peanuts, millet and maize. Men also cultivate pumpkin, which they sell to traders, and they sell honey in Kedougou. Findo is grown in small quantities, but could be expanded with a good marketing opportunity. There are shea nut trees in the area, but they are not well exploited.

Landieny also falls within the Hunting Concession Zone of the *Relais du Kédougou*. As elsewhere, community members do not have a positive impression of the way the hunting is organized and they do not perceive any benefits from it. The PCR would like to be more implicated in the review of the *Cahier de Charges*, and to have more power in holding concessionaires responsible for adequate remuneration to the communities in which they are hunting.

In Ibel, there is a wide variety of field and garden crops grown, including findo. In terms of forest products, community members quantified the amounts sold in terms of the numbers of trucks filled by the outside traders. For example, Baobab fruit typically fills six or seven 10 T trucks per season. *Maad* fill four or five trucks per season, while tamarind fills about three. *Jujube* and shea nut butter are also sold by community members, but not in very large quantities. These products are sold in Kedougou.

Mbep trees are abundant in this entire area and the local population does not exploit them. This could be an opportunity for people, especially youth or women, to be trained in best practices for gum collection and processing. *Laalo mbep* is not in high demand in Kedougou, due to local dietary customs, but could be exported to Dakar.

In Salemata, the community members met explained that: “*We live in the forest. It is our livelihood.*”

There is a rich variety of agricultural and forest products in this area. Women are active in shea nut butter production, under the guidance of Promer and also sell baobab fruit, tamarind, *netto* and *dimb*. Men sell cotton, peanuts, maize, findo, honey and rafia for subsistence. Ginger is also grown in the community and sold in the local markets. Marketing is more of a problem here because there are not many large-scale traders who manage to make to bring trucks to fill. Again, the road is difficult and the distance is great.

The **Sous Prefet** of Salemata described the predicament as follows: “*People here are poor and when the Baol Baol comes to collect products (maad) it is at a time when people are the poorest. People are obliged to sell their products at whatever price is offered.*”

In Ou Badji, the economy is agriculturally based, and community member cited the greatest number of different crops than elsewhere, with most items produced for personal consumption. Marketing is a problem, but there are outlets in Guinea (Youkounkoun) and Dialokoto, 80 km through the national park, on a good road. Here, there are two GIEs of honey sellers, who receive orders from Kedougou and Tambacounda. Good quality *krinting* is produced here and sold locally. Community members sell *maad* and tamarind to traders from outside the community, and sell the rest of their products themselves in local weekly markets or in Youkounkoun, with the exception of *netto*, which the women sell to clients in Tambacounda. The women’s group has a small trading enterprise, where they buy items in Youkounkoun and resell them in the town. They also make fish pancakes and other snacks that they sell in the neighboring Bassari communities. The group recently acquired a loan from ACEP to buy seeds for this year’s peanut field.

In Etiolo, a Bassari community, the village chief explained that the community members consume a wide range of forest products, but sell baobab fruit to traders with trucks, and tamarind, honey and a fermented honey drink are sold in Salemata. The women fabricate shea nut butter, but it is used for cooking and to massage babies. They also produce findo, millet, sorghum, maize as well as vegetable crops, again, with very little of the production actually sold.

In Thiankoye, a large agricultural community on the main road, the most profitable forest product sold is *maad*. According to the village chief, traders filled five trucks with *maad* collected by community members. Community members also sell baobab fruit and honey, but this done through local weekly markets.

Dakately also has potential for enterprise development due to the volume of products that pass through the town. Since it is a cross border trading post, there could be opportunities to add value to the imported products from Guinea before transporting them to other regions of Senegal. The PCR and others claimed that tamarind was the most profitable forest product sold in the village, followed by rhun palm stems (four truck loads per year sold to Mauritians) and bamboo. People also sell *maad*, but the season had not yet begun in this area.

The men grow a range of cereal crops and they recently decided to abandon cotton production, due to the poor prices. Women cultivate a variety of vegetable crops which they sell in local weekly markets. There is no electricity at the moment, but the PCR explained that there is a plan to be included in the Senelec’s coverage, but he could not say when that would be.

2.6.3 ECOTOURISM POTENTIAL

The scenery is beautiful and the minority ethnic groups, such as the Bedik (Bandafassi area) and the Bassari (mostly around Salemata) have preserved a fairly traditional animist culture, full of rites and ceremonies. This is already a selling point for tourists to this part of the country. In fact, one of the

Bassari men met in Salemata complained that tour guides in Kedougou often bring tourists to the Bandafassi area and claim that it is the *Pays Bassari*, when it is actually the Bedik communities who are visited. Although there are similarities, each group has its own unique culture, which should be respected and promoted as such.

The small hotel or *campement* in Etiolo is well situated with beautiful views and small, round, stone huts with thatch roofs. The cuisine is local, with findo or rice being served most nights. Women from the community put on traditional dance shows for the guests, and are paid about 30,000 FCFA per evening performance. In addition, they sell traditional leather items, such as baby carriers and beaded jewelry. There are also chimpanzees in close proximity to the village, which could be another remunerative activity. The chief of the village would like to create a reserve or park for the chimps and organize visits for tourists. He is currently seeking funding to improve a water source for the chimps and has been in contact with Janice Carter about this. The possibility of expanded chimp visits would need careful study by a wildlife expert, such as Janice Carter.

The hotel in Etiolo could serve as an interesting case study and perhaps a model for other community based *campements*. Here, the hotel is owned and managed by a community member and all staff are from the community. The community also benefits from promoting their culture, in the form of dances and crafts. Furthermore, the space is well organized and the accommodations are of a better quality than other small hotels visited in the area, such as in Salemata or Dalifin. Nicer accommodations will encourage guests to stay longer and spend more money.

There is another *campement* in Thiankoye, with the hunting concession lands running up to the border of Dakately. In Thiankoye, the chief explained that the *campement* employs people from the community and he receives a gift of rice every year. In Dakately, however, the PCR claimed there were absolutely no benefits to his community from the hunting concession. He, like other PCRs met, wants to be more involved in evaluating the level of compliance of the *cahier des charges*, and want to participate in deciding the type of remuneration to be given to the community.

2.7 Kedougou

Kedougou is the capital of the department and a large commercial center, especially for forest products. It is here where permits are issued and where products are weighed and taxed. As the table below shows, a tremendous amount of local forest products pass through here. In addition, there are good that are imported from Guinea, but they are not reflected in this table because no taxes are paid here, only a customs duty.

For four of the five products shown below, there have been enormous increases in quantities over the past 10 years. For *maad*, the amount taxed in 2002 is nearly 12 times the quantity taxed 1993. For tamarind, there seems to be more variation from one year to the next, giving a 10 year average of 45,688 kgs. Baobab fruit has increased fairly steadily, and the amount taxed in 2002 is five times the amount taxed 10 years earlier.

The volume of produce passing through Kedougou could present an exciting opportunity to promote processing enterprises to maximize the value added in the Department of Kedougou. In addition to forest products, agricultural products such as findo or ginger could also be processed and exported to other regions of Senegal or farther afield. Currently, Senegal imports both findo and ginger from Mali and Guinea. Perhaps more of the national demand could be satisfied with products from Kedougou.

The president of the women's group here has mounted a small findo processing enterprise, and says she cannot keep up with the demand from Dakar. The enterprise produces pre-cooked findo, similar to the pre-cooked millet cous cous available in most supermarkets and boutiques in Dakar. While packaging is a problem, she has had help from Enda Graf to resolve this somewhat. The women's group also cultivates 60 hectares of rice fields and has obtained mechanized equipment for threshing and hulling. At the moment, rice cultivation is highly subsidized. The president of the women's group purchased her own tractor a few years ago and rents the tractor to other farmers.

According to the president, there is the potential to process other products, such as tamarind and *maad*. However, she complained that the traders from other parts of the country come in and buy up the supply very quickly because people are desperate for cash. This rejoins what others have said about the timing of the sale of *maad*, with the beginning of the "hungry season", and the necessity of sellers to accept any price offered.

Quantities (in kgs) of Forest Products for Which Taxes Were Paid Between 1993 and 2002*

| | Maad | Tamarind | Baobab Fruit | Dank | Jujube |
|------|---------|----------|--------------|--------|--------|
| 2002 | 470,327 | 36,889 | 77,054 | 29,204 | 290 |
| 2001 | 406,500 | 79,811 | 64,208 | 14,047 | 390 |
| 2000 | 98,822 | 44,111 | 23,520 | 9,827 | 40 |
| 1999 | 92,080 | 62,113 | 39,425 | 1,610 | - |
| 1998 | 89,660 | 39,771 | 13,208 | 880 | - |
| 1997 | 64,395 | 48,375 | 14,861 | 1,470 | - |
| 1996 | 39,755 | 28,568 | 1,710 | 13,180 | - |
| 1995 | 56,313 | 45,218 | 10,370 | 12,217 | 615 |
| 1994 | 60,315 | 45,617 | 13,425 | 17,418 | 215 |
| 1993 | 39,650 | 26,410 | 13,950 | 8,718 | - |

* This list was compiled by Mr. Souleyman Ba, *Commandant de Kédougou*, Department of Water and Forests

The mission also visited the town of Fongolimbi, some 35 km from Kedougou, which is also the second highest spot in the country. There is considerable potential here for various forest products, especially baobab fruit and tamarind, which are purchased by traders. The area also produces *netto*, shea nuts and, the first mangoes to reach maturation in Senegal (in February).

Agricultural production is difficult because of the rocky, hilly quality of the land. Farmers cultivate findo, maize and peanuts, but not in very large quantities. Therefore, the population is reliant on the sale of forest products for their livelihood.

Fongolimbi is a very scenic area, which would have potential for ecotourism. There are also chimpanzees in the area, which could also be an attraction. At the time of this mission, the chimps were reportedly chasing women fetching water at a source just outside of the town. The idea of chimp visiting could be analyzed in the future, perhaps after it is tried in Etiolo.

Unfortunately, access to Fongolimbi is still difficult, although it apparently has been improved with a re-grading of the mountain road. As such, it is not recommended for inclusion in the *Wula Naafa* program in the first year because of the accessibility and the relatively low population density.

3 DAKAR BASED MARKETING POTENTIAL

3.1 Main Market Outlets

This portion of the mission was to determine the potential marketing outlets for various products coming from the project zone. This information would then be used to select the products or *filières* the project will promote among project participants, at least during the first six months of the project. It was also believed that these very first steps in the market analysis could be used to inform the more detailed market studies to take place once the *filières* are identified.

The main market outlets visited were: Tilène, Castor and Syndicat, in Pikine. There is no organization of sellers in the market or preference given to certain people to sell in the market, it is open to anyone with quality merchandise.

During interviews with traders, about the origin and purchase of products and the organization of selling at the market, the following points were made:

- ◆ The majority of forest products coming into Dakar pass through Marché Syndicat;
- ◆ Many of those products, especially baobab fruit that comes into Marché Syndicat passes through Marché Diaobé;
- ◆ Baobab fruit from the Casamance is preferred to Baobab fruit from other regions, because it is less fibrous, and therefore has more fruit;
- ◆ Baobab fruit from Tambacounda is considered dry and fibrous; and,
- ◆ Powdered baobab fruit is becoming increasingly popular, and sells for 700 FCFA/kg.

In addition, the team looked at *laalo mbep*, which comes exclusively from Tambacounda and is sold for an average of 900 FCFA/kg. In at least two markets, Tilène and Castor, traders said that *laalo mbep* is sold to them by a trader from Tambacounda, suggesting that the *filière* is organized at the Tambacounda end.

In asking about bissap, it seems that very little comes from eastern Senegal, but rather from Mbaol, Saloum and Kadior. Prices vary according to the variety, *ordinaire* or *vinto*, ranging from 3,500 FCFA to 4,000 FCFA per basin.

The team also inquired about other products that are grown in the Tambacounda area, such as ginger or hot pepper. This led to the discovery that these products are imported as follows:

- ◆ From Mali and generally purchased at the train station:
 - Powdered ginger : 500 FCFA / 100 grams;
 - Whole dried ginger: 450/kg

- Tamarind: 350 FCFA/kg
- Dank: 5,000 kg per 50kg sack
- ♦ From Guinea:
 - Hot peppers: 2,000/FCFA/kg
 - Locust Bean (*Nététon*): 500 FCFA/kg
 - Findo 600 FCFA/kg

Another potential market opportunity is with the Baobab Fruit Company, in Thies. The Baobab Fruit Company is based in Italy and has recently established an office in Thies to buy and export whole, non-decorticated baobab fruit to Italy. Due to a late start this year, they are only expecting to export approximately 30 MTs of fruit. As of June 2003, they were offering 180 FCFA per kilo of whole baobab fruit delivered to Thies.

They anticipate starting the next campaign in November and will aim to export 200 to 300 MTs of whole fruit.

3.2 Established Processors

Another potential marketing outlet is the growing number of entrepreneurs involved in processing cereals, fruits and vegetables. Several of the entrepreneurs were launched through various donor efforts to promote the consumption of local cereals as a substitute for imported rice. The result is a growing industry of processors with established marketing chains.

The team visited the following entrepreneurs, who have all expressed their willingness to work with project related producers:

La Maison du Consommer Sénégalais (MCS), Unité de Transformation de Céréales Locales et des Fruit Forestiers – Mme Dem, Rue Karim Bougi, Dakar

- ♦ MCS uses 200 kgs of *laalo mbep* per year, but also receives orders to export processed laalo mbep. Last year, MCS exported 500 kgs of laalo mbep to France, for the African market.;
- ♦ MCS purchases 10 to 15 Tonnes of millet per month
- ♦ MCS processes 50 to 60 kgs of Baobab fruit per day, or approximately 7 Tonnes per year;
- ♦ MCS sells an average of 4,500 small, 125 cl bags of juice (Baobab fruit, *bissap*, tamarind, ginger and *dita*) per day;
- ♦ MCS imports powdered baobab fruit and dried ginger from Mali because of the superior quality;;
- ♦ MCS is currently experimenting with contracts between local producers and the enterprise, and has one contract with millet producers in Dramé Escalé;

- ◆ MCS has three market outlets in Dakar, including a small supermarket for local products, where anyone with a good product can sell there..

Le Forestier, Mme Sall, Dakar

- ◆ This entrepreneur is specialized in the production of syrups : *bissap*, tamarind ginger and guava;
- ◆ Production is estimated at 225 litres of syrup per week;
- ◆ Her major market outlets are:
 - Prix Doux (CCBM);
 - Ecomarché; (Pt. E.);
 - Lerabé Marché (Jet d'eau);
 - Mérmouz Boisson (Mérmouz)
- ◆ All raw materials are purchased in Dakar, either at the Tilène or Castor markets.

La Vivrière, Local Cereal Processing Unit, Pikine - Mme. Coulibaly

- ◆ La Vivrière consumes:
 - 700 kg of *laalo mbep* per year;
 - 20 MT of millet per month, 240 MT per year;
 - 5 MT of maize per month, 60 MT per year;
- ◆ La Vivrière also processes findo, but supply of the raw material poses problems.
- ◆ La Vivrière will soon begin to process wild fruits for juices and powders.

TRANSFRULEG, Sacré Coeur III, Dakar

- ◆ Transfruleg is a network of entrepreneurs in the fruit and vegetable processing business; and
- ◆ There are 1,200 member of the network throughout Senegal.

La Maison du Karité - Marché Tilène -

- ◆ There were no data available at the time of the meeting here, but this entrepreneur exports several MT of shea nut butter to Europe and the US, for sale in African markets;
- ◆ There are negotiations underway for a new project to export 5 T of shea nut butter per month to Europe.

There are other entrepreneurs successfully processing local products for both the national and international markets. These entrepreneurs could provide market outlets for Tambacounda based producers.

4 DAKAR-BASED RESEARCH AND DONOR ACTIVITY

4.1 University Studies

The mission met with several faculty member of the University Cheikh Anta Diop (UCAD), but there are more interesting projects going on. The following researchers seemed to have the most pertinent work for the project, however, there are more contacts to make in order to keep abreast of the latest research:

Dr. Modu Lo, Biologist/Researcher – School of Pharmacy – UCAD

- ◆ Conducts research on regeneration rates for *Steculia Setegera* (*mbep*);
- ◆ Participated in studies by Setexfarma on the entire market chain for *laalo mbep*;
- ◆ Reports that research conducted by a private French company found that *laalo mbep* from Seengal had greater sticking properties than *laalo mbep* from other West African countries, thereby increasing its economic value;
- ◆ Soco Gomme in Dakar uses *laalo mbep* in the fabrication of chewing gum and for other industrial purposes;
- ◆ Export prices for *laalo mbep* have risen over the years, from 720 FCFA/kg in 1992 to between 900 FCFA and 1,000 FCFA/kg in 2003;
- ◆ The School of Pharmacy is currently conducting research on medicinal plants used in Senegal, and have analyzed 12, to date, including the supply, demand and potential benefits of the plants;
- ◆ They recently conducted a survey of medicinal plants for sale in Dakar markets and discovered that between 140 and 144 different plants were available, with only two of those plants imported from neighboring countries; and,
 - The quantity of *sintang*, available in Tambacounda, sold per year in Dakar is approximately 50 MT.

Dr. Dia, Plant Biologist, UCAD

- ◆ Conducting research on the cultivation techniques of bamboo in a nursery in Yenn, and would be able to train farmers in new and better cultivation techniques;
- ◆ Conducting research on the potential to use bamboo in the manufacture of paper products in Senegal; and,

- ◆ Working in collaboration with the *Fondation Santé Education*, conducting research on the various uses of neem, including a syrup as a prophylaxis for malaria and intestinal parasites, and also the possibility to treat mosquito nets with a neem solution, as an alternative to the current strategy of using imported chemicals.

4.2 Donor Activity in the Agricultural and Forest Product Transformation and Marketing

There are several donor initiatives underway in agricultural and forest product transformation and marketing. The list below is not exhaustive, but does present the main projects:

Projet d'Appui aux Petites Entreprises Sénégalaises – UNIDO – Malick Sy. Director

- ◆ Working with five filière: wood, metal, textiles, cereals, fruit and vegetables;
- ◆ Trying to facilitate contacts between rural based producers and urban processors and consumers;
- ◆ Creating a trading center for certain filières, such as fruits and vegetables;
- ◆ Promoting networks among producers and processors, such as TRANFRULEG.

ATRIP, Enda Syspro – Moussa Seck, Coordinator

- ◆ ATRIP facilitate the export of green beans to the US, with an export price of 3,300 FCFA/kg;
- ◆ Will soon expand to other products, possibly baobab fruit and bissap in June 2003;
- ◆ ATRIP has conducted many *fillières* and American market studies;
- ◆ Currently, Enda is seeking funding for the establishment of an Agripole site in Tambacounda – the estimated cost of this is US\$1.000.000 to \$ 2.000.000.

l'Institut de Technologie Alimentaire, Hann, Dr. Augustin Ndiaye, Chef de l'Atelier Fruits and Vegetables

- ◆ ITA has conducted and continues to conduct research on all aspects of processing and storing fruits, vegetables, cereals and forest products;
- ◆ They have conducted research on *laalo mbep*, and found a way to adapt a traditional grain milling machine to grind the gum into powder;
- ◆ In collaboration with the *Domestication des Fruit Forestiers* program (ISRA) ITA has developed recipes for candy using jujube and baobab fruit;
- ◆ They have conducted research on canning the condiment bissap (*koucha*) to be sold in supermarkets;
- ◆ They have also conducted research on the potential to use red bissap as a colorant for food and lipstick, in collaboration with Sanyo/Japan;

- ◆ ITA will benefit from the recently launched Canadian project *Appui aux Producteurs Agro-Alimentaires*, which will assist ITA in acquiring better equipment to control quality of processed foods, which could help Senegalese products gain access to strict international markets.

Enda GRAF, Grand Yoff, - Mme. Sokona Traoré Khanata, Coordinator

- ◆ For about 10 years, Edna Graf has been involved in the campaign to promote the consumption of local cereals, with support from FAO, CILSS and the EU; etc;
- ◆ Enda is refining the techniques for Balanities oil extraction with women's groups in Louga, where this particular activity serves as a vital source of revenue for very poor women;
- ◆ Currently promoting findo processing and, to a limited extent, production, in Koupentoum, Kounghoul, Koulibantang, Kolda et Kédougou ;
- ◆ They are also involved in the *Programme Régional du Fonio* , based in Mali and supported by the Common Food for Community project;
- ◆ Many organizations are working to improve findo processing - CIRAD-IER-IRAG-IRA;
- ◆ Enda is also working to promote the findo hulling machine, which costs approximately 800.000 FCFA;
- ◆ The DRDR and ISRA are conducting research on improved varieties of findo, which will have higher yields and be easier to process;
- ◆ Enda also works with SODIFITEX and their findo producers;
- ◆ Enda continues to work with packaging manufacturers in Dakar to find solutions to the problems associated with packaging of process foods;
- ◆ Using local radio, Enda is promoting communication between producers and consumers of local products.

These interventions now underway present opportunities for the *Wula Naafa* team to collaborate with on-going endeavors and to complement those, where needed.

5 CROSS-CUTTING ISSUES

5.1 Knowledge of Codes

In general, there is limited knowledge of legal codes among the population met during the mission. As would be expected, however, in every community visited, the heads of the village were able to discuss the basics of land allocation processes, hunting rights, the sale of forest products, etc.

In at least one community, there appeared to be some confusion over park and forest boundaries, with people saying that they were surrounded by a classified forest, when in fact it was a community forest. It would seem that the project will have good opportunities to explain various codes in detail. This is also an area which provides the opportunity to collaborate with organizations such as ARED or DGL *Felo*, who have already translated certain texts into local languages.

5.2 Assessment of Producers and Local Enterprises

There are basic group structures in each of the communities visited and there are also GIEs in many communities. However, there were no very strong enterprises that stood out as models, nor were there any local networks of producers, except for the recently created Federation of Shea Nut Processors.

The problems encountered with many of these GIEs is that they often regroup individuals in a group form, but they continue to work as individuals and not as a real enterprise. In this way, they can actually compete against each other instead of working together to advance. In general, there is a weakness in the organizational structure and a misunderstanding of roles. In Bandafassi, one GIE described a few of their current problems, which seemed mainly due to a misunderstanding over roles and responsibilities.

In the rural areas, GIEs often lack access to working capital or revolving funds to serve as seed money for activities. This problem was mentioned by the shea nut producers in Salemata and Saraya and given as the reason for their relatively low production of shea nut butter. Other entrepreneurs complained that they did not have enough capital to buy fruit for example, which they would then transport to Dakar to sell. Access to capital for producers could present an enormous challenge to the project, if producer groups do not meet the stringent requirements of the various Decentralized Financial Systems (DFS)

There seems to be good coverage by ACEP and CMS in the areas visited, and several of the GIEs met had taken out loans with ACEP or another agency. However, the experience with Promer and shea nut production has shown that even with a project placed guarantee fund in the DFS, the actual disbursement of credit can be slow and impact negatively on the timing of producer activities, and therefore, project results. This is actually a fairly common problem in Senegal and presents a risk to the project.

5.3 Gender Opportunities and Constraints

There were no serious gender constraints noted in the communities met. Roles and responsibilities are generally divided along gender lines, but this varies from one location to another, even among members of the same ethnic group. Gender relations are also dynamic and, through continual dialogue between the *Wula Naafa* team and community members, the team will stay aware of how gender is shaping project implementation.

In analyzing the role of gender, the team must not only look at two distinct groups of men and women, but also examine the role of social standing, wellbeing, ethnicity and caste as opportunities or constraints to project implementation. It will also be important to examine how these factors affect people's ability to take part in project activities, and to assure that project activities do not increase any tension or gaps already existing between social categories in the communities.

5.4 Migration

Migration of young men and women to urban centers or farther afield is common in Tambacounda, especially in the Department of Bakel, and among the Sooniké. However, other groups also send their youth away, either for education or employment. This will be an area for the facilitators to examine when they are in their communities, since it could have a considerable impact on labor availability for any kind of resource management program.

5.5 Resource Tenure

As with gender, there were no problems or threat immediately identified, but the project team should always keep in mind that tenure is not always clear. Different resources can have different user rights associated with them, depending on their value. When that value increases, latent rights can suddenly become articulated, with the benefits of the particular resource being allocated differently than anticipated. Again, through continuous dialogue and astute observation, the team should be able to mitigate problems and conflicts before they become detrimental to the community and the project.

6 NEXT STEPS AND PRIORITY ACTION

This mission was a first step in the process of learning about the intervention zones and communities. The facilitators should continue the dialogue begun here and to deepen the discussions and analysis.

In terms of zone selection, this mission recommends that at least initially, the project intervenes in :

- ♦ Bala/Goudiry;
- ♦ Koussanar/Kalibiran;
- ♦ Saraya
- ♦ Bandafassi/Ibel
- ♦ Salemata/Ethiolo/Ou Badji
- ♦ Kedougou

In the immediate term, there is a need for detailed market studies to guide the choice of *fillières* to be promoted in the next six months of the project there are actions to be taken by the *team*, such as, the “Tamba Top Ten” products/*fillières* listed below:

- ♦ *Laalo Mbep* for its potential on a local, national and international level
- ♦ Baobab fruit for local, national and international market potential
- ♦ Shea nut for the potential on the local, national and international levels
- ♦ Tamarind for local and national marketing potential
- ♦ Rhun palm products – branches – for local and national markets;
- ♦ Bamboo – for local and national markets
- ♦ Findo for local and national and international markets
- ♦ Hot pepper for local, national and international potential
- ♦ Ginger for local and national potential, and,
- ♦ Ecotourism and the possibility to access the existing hunting tourism network both nationally and internationally.

Maad is probably the most important product economically, but the season is currently ongoing, and for that reason it is not included in this priority list for the short term. It should definitely be included for next year.

In addition, the *Wula Naafa* team should:

- ◆ Work closely with the Water and Forestry Department to determine which sites in the ZIC have potential to be tried as community run ecotourism sites. Ideally, these should be sites that already function well, and where the community is motivated to take on the task.
- ◆ Examine how the Etiolo *campement* is run to determine if that could serve as a model for other eco-tourism sites;
- ◆ Explore the possibility of chimp visits in Etiolo and Tengkoto for this next tourist and hunting season;
- ◆ Develop a strategy for facilitating access to either credit or funding for producer groups, who will need working capital to start or expand enterprises. Possible resource organizations for background study would be Promer in Tambacounda and Africare in Ziguinchor;
- ◆ Continue the dialogue with donors and Dakar based marketing outlets, especially established processors with successful marketing experience;
- ◆ Consider how Dakar based processors could be included in the training of producers in terms of the market demands for quality and timing;
- ◆ Contact the USAID funded and Chemonics implemented Agro-Enterprise Center project in Mali to learn how they have handled the packaging challenges faced by producers groups there;
- ◆ Explore possibilities with university researchers on the development of neem and other natural plant products, in collaboration with ASNAPP; and,
- ◆ Training in HIV and Development in collaboration with ACI for all project staff and partners in Tambacounda.

ANNEX 1: TERMS OF REFERENCE

Wula Nafaa Matrix of Terms of Reference

| Principal Objectives | Potential Sources of Information | Information Collecting Tool | Areas | Timing |
|---|---|--|--|-----------|
| 1. To help the team in the selection of the project's intervention zones by a series of interviews & discussions in the communities considered to represent potential collaborators | Interviews and discussions with the members of the local communities, rural councils and decentralized technical services | Secondary studies, reports, interviews | Guenoto/ Koussanar; Bala/Goudiri; Salemata/ Bandafassi, Saraya | May 2003 |
| 2. Identify products/potential networks in the selected zones | PROMER, ISE, CSE, CBOs, individuals | Reports, interviews | Dakar, Tamba, Guenoto/ Koussanar; Bala/Goudiri; Salemata/ Bandafassi, Saraya | May 2003 |
| 3. Explore Dakar markets and establish contacts with traders, processors/distributors and export agents of agro-forestry products | The private sector including traders and networks of processors/ distributors as well as projects such as ENDA ASNAP, ONUDI, ACDI | Reports, interviews | Dakar | 12-16 May |
| 4. Identify the research and the information available at the university and other donor organizations | ISE, CSE, IUCN, ENDA, UE, and others | Reports, interviews | Dakar, Fatick | 12-16 May |
| 5. Identify priority actions in Dakar and in Tamba, and the discussions necessary needed for a deeper analysis of potential intervention zones | All field work and report reading | Reports, interviews | Dakar, Tamba | 26-29 May |

Terms of Reference Consultant in Decentralized Management of the Natural Resources

INTRODUCTION

The program Agriculture/Natural Resource Management is a new activity of USAID and the Government of Senegal that began activities in 2003. The program puts strong emphasis on organizing training of rural producer groups with the ambition of strengthening local capacities of local communities thus permitting them to assume their responsibilities in the management of natural resources and increased productivity of natural resources in rural environments. This will enable them to increase the management and control of natural zones and the profits generated by them.

ACTIVITY OF DECENTRALIZED MANAGEMENT

The principal result being targeted by the Right and Responsibilities component is the creation of mechanisms that allow local populations to protect and manage their resources through more responsible control and management. Currently with the AG/NRM program just beginning operations, there is the need to organize a series of investigations, discussions and meetings with the rural communities in order to better understand the reference situation and the baseline position as well as to obtain required information that will enable the organization to undergo training, advisory and support activities.

TASKS FOR THE CONSULTANT

The consultant is responsible for undertaking the following tasks:

- ◆ Contribute to the preparation of a launching workshop and participate in the organization of the workshop to be held on 7th May in Tambacounda.
- ◆ Help the Team in the implementation of the surveys at local level within a sample of zones targeted by the AG/NRM Program in order to help the program define the criteria and methodologies for the choice of sites and of producer organizations.
- ◆ Help the program to identify constraints and opportunities related to implicating different social groups (youths, women) in the management of resources at the local level.
- ◆ Help to identify and produce an inventory of CBO/EIG producer organizations and measure their degree of involvement in the management of resources at the local level.
- ◆ By means of surveys, forums, discussions and exchanges, help to identify gaps and constraints related to the understanding of decentralized texts.
- ◆ Help to estimate the level of comprehension of the Forestry Code by rural populations and the constraints to be removed in order to produce a sound understanding of the code.

- ◆ Help to identify the principal constraints related to the production and sale of charcoal, building wood and non-woody forest products.
- ◆ Undertake surveys to evaluate difficulties facing rural organizations (especially of women) to access of funds for their activities and suggest means to improve the situation.
- ◆ Help to understand the difficulties that slow down the involvement of women in the control of resources; and develop approaches and propose actions to counter them.
- ◆ Help to appraise training needs of the local population and propose/formulate training modules, bearing in mind the technical approach.
- ◆ Work with the team to develop an inventory of the principal constraints that are hindering the emergence of rural entrepreneurs and specify priority actions that are needed to encourage private initiatives in the sites adopted.
- ◆ Propose the most appropriate financing systems for the functioning of the enterprises.

DELIVERABLES

At the end of the consultation the program will have access to:

- ◆ A realistic evaluation of the opportunities for the promotion of co-management and decentralized management of natural resources, as well as the feasibility of the processes for the different methods or model of management (in classified forests, communal forest, hunting zones, zones bordering on nature reserves, and other land types).
- ◆ A precise identification of human and financial resources necessary for ensuring rights and responsibilities and the transfer of skills.
- ◆ An appreciation at intervention zone level for the points of view, different interests and different preoccupations and values.
- ◆ Understanding of the level of maturity of different members of society “men, women, youth”.

CALENDAR

2 May: Collaborate with the team in developing relationships with marketing chains and entrepreneurs based in Dakar. (1 day)

5-6 May: Take part in discussions concerning the choice of intervention zones and organization of the surveys in the targeted zones. (2 days)

7 May: Take part in the program’s launching workshop to be held in Tambacounda. (1 day)

8-10 May: Preliminary field surveys; data collection. (3 days)

12-14 May: Data collection in potential markets in Dakar and information collection from donor organizations who are active in the Regions of Tamba and Kolda; analyze data collected in the field in Tambacounda. (3 days)

19-26 May: Field surveys. (7 days)

29 May–4 June: Results analysis and report writing. (5 days)

4 June: Submission of draft report; revision and finalization. (3 days)

CONSULTANT’S LEVEL OF EFFORT

It is anticipated that the consultant will work a total of 25 days.

ANNEX 2: PARTIAL LIST OF PERSONS MET

| | | | |
|-----|-----------------------|--------------------------------------|----------|
| 1. | Aissatou Dem | Maison Consommer Senegalais, Dakar | 821-1867 |
| 2. | Madam Coulibaly | La Vivrière, Pikine | 834-2107 |
| 3. | Madam Sall | Le Forestier, Dakar | 659-6787 |
| 4. | El Hadji Ngom | le Forestier | |
| 4. | Malick Sy | PAPES | 864-0907 |
| 5. | Aicha Aidara | Marché Castor | 542-8668 |
| 6. | Serigne Seck | Marché Castor | 824-1017 |
| 7. | Elhadji Seck | Marché Castor | 824-1017 |
| 8. | Ibrahima Diuof | Marché Castor | 864-2496 |
| 9. | Penda Diop | Marché Castor | 825-6170 |
| 10. | Saliou Sarr | Marché Castor, (Coxeur) | 825-1023 |
| 11. | Saliou Sarr, Sr. | Marché Castor (Coxeur) | |
| 12. | Abdou Rahman Diallo | Marché Tilène | |
| 14. | Moussa Seck | ENDA Syspro | |
| 15. | Mr. Singateh | PCR, Netebulu | |
| 16. | Saloum Cissoko | Youth Leader, Guenoto | |
| 17. | Nele Cissoko | Women's Group President, Guenoto | |
| 18. | Demba Sow | Village Chief, Surriel | |
| 19. | Fily Sakha | PROGEDE, Surriel | |
| 20. | Papis Sané | Village Chief, Koussanar | |
| 21. | Wulabaa Camara | ENDA PRONAT, Koussanar | 981-1118 |
| 21. | Mr. Ndiaye | PCR, Koussanar | |
| 22. | Coumba Sané | Women's Group President, Koussanar | |
| 23. | El hadji Kanté | Paskoto | |
| 24. | Mamadou Ndow | Village Chief, Paskoto | |
| 25. | Oumou Ndiaye | Women's Group Rep. Paskoto | |
| 26. | Gamou Ndiaye | Women's Group Rep. Paskoto | |
| 27. | Joum Bundaw | Women's Group Rep. Paskoto | |
| 28. | Sekou Ndow | Village Chief, Kalibiran | |
| 29. | Boubabcar Fadiga | Secretary to the Sous Prefet, Saraya | |
| 30. | Mamadou Kante | PCR, Saraya | |
| 31. | Bintou Madi Danfaka | Chef du Village, Saraya | |
| 32. | Nandi Jaiteh | President, GPF Saraya | |
| 33. | Tombong Dabo | GPF, Saraya | |
| 34. | Mamadou Keita | Chef du Village, Bandafassi Peul | |
| 35. | El Hadji Goro Diallo, | PCR Bandafassi/Landieny | |

ANNEX 3: INTERVIEW MANUEL

Community Organization and Structure

- ♦ Which establishments exist in the community (school, health posts....)?
- ♦ Which structures are active in the community (cooperatives, EG, SACs, mutual saving and loans structures)?
- ♦ What are the existing or past projects in the community?

Natural Resource Management

LOCAL AREA MANAGEMENT

- ♦ How do you manage your local area (property rights/land allocation for housing, agriculture, forest use, hunting)? – Tools? Maps?
- ♦ Who decides and how?
- ♦ Which texts/codes help you in the management of your local area?
- ♦ What are the services and structures that help/influence you in your decision-making?
- ♦ Which are the constraints to better resource management?
- ♦ What are the techniques/practices used to help improve agricultural or forestry yields?
- ♦ What are your anticipations from the management of classified forests and/or hunting zones?
- ♦ Other points?

USE OF RESOURCES

- ♦ How are your forestry resources exploited (who uses what?)
- ♦ Who take the decisions concerning resource use?
- ♦ How can decision-making processes be improved for natural resources?

Local Economy/Sources of Revenue

- ♦ What are the sources of revenue in the community by social category?
 - Women

- Men
- Youth
- The poorest?
- The better off?
- ♦ What is the relative importance of revenue sources coming from agriculture and forestry (charcoal, household wood, harvesting and/or hunting)?
- ♦ For revenue sources/products based on agriculture/NRM:
 - What is the process of harvesting/cultivation and transformation of these products?
 - ♦ Who does what?
 - ♦ How?
 - ♦ With which means?
 - What is the calendar of the products?
- ♦ What are the possibilities to increase the revenues? Prospects? Constraints?

Marketing of the Products

- ♦ What is the quantity of each product sold (an assessment on the precise quantities or a relative assessment of different products ?
- ♦ Who are the major participants in the sale of the products?
- ♦ What are the possibilities for improving the marketing processes?

Local Enterprises

GENERAL INTERVIEW

- ♦ How many enterprises are there in the community?
- ♦ For enterprises based on AG/NRM:
 - What are the principal activities?
 - What favors the creation of enterprises in the community?
 - What is the constraint to this development?

INTERVIEWS WITH MEMBERS OF AN ENTERPRISE

- ◆ When was enterprise started?
- ◆ What is the principal activity? Secondary? Others?
- ◆ How many people work or are member of the enterprise?
- ◆ Where do you get your raw materials?
- ◆ How do you transform it (if applicable)?
- ◆ How do you market your products?
- ◆ What are the favorable factors for your enterprise?
- ◆ What are your limitations?
- ◆ If you could improve your enterprise or its environment what would you do?